

January 23, 2014

## WEST LIBERTY FOODS-TESTIMONIAL

West Liberty Food's (WLF) mission is to be a leading food manufacturer by converting needs, ideas and expertise into value for our members, business partners, and consumers. It operates three facilities located in West Liberty, Iowa (head office location), Mount Pleasant, Iowa and Tremonton, Utah.

In 2012, West Liberty Foods became a Landfill Free Company. All three facilities were independently verified by NSF International Strategic Registrations in which West Liberty Foods demonstrated that less than 1% of all waste is being sent to a landfill. The company's combined total waste diverted from landfill is 7.5 million lbs annually and they are one of the first companies in the United States to have this claim verified by a third-party organization.

WLF had converted to plastic injection molded containers and pallets in 2010 as part of its commitment to food safety. It was felt pallets and containers made from polyethylene would mitigate risk of bacteria cross contaminating our food products. While this is true, the initial products proved to be brittle and difficult to sanitize. They also proved to be a high cost solution due to their lack of durability. Every week, we lost several pallets and bins to breakage.

Mid-year 2012, we converted to Promen's Saeplast rotationally molded pallets and triple wall polyethylene containers. Both products have performed exceptionally well.

We have broken a total of two (2) pallets in over a year when we were breaking hundreds per year of the injection molded equivalent. Yes it is true the purchase price is significantly greater but the total cost of acquisition is significantly lower than any other option we have either tried or analyzed.

The same holds true for our processing bins. These containers have proved to be superior in all aspects including the amount of water and sanitizer required to clean and return to the floor.

We are analyzing other Promens' Saeplast products for the future. These products have proven to be superior to anything we seen in the past.

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